

THE Dental Trader

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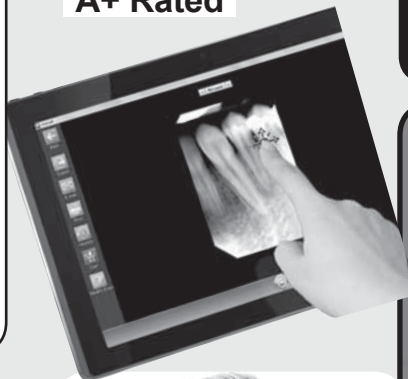
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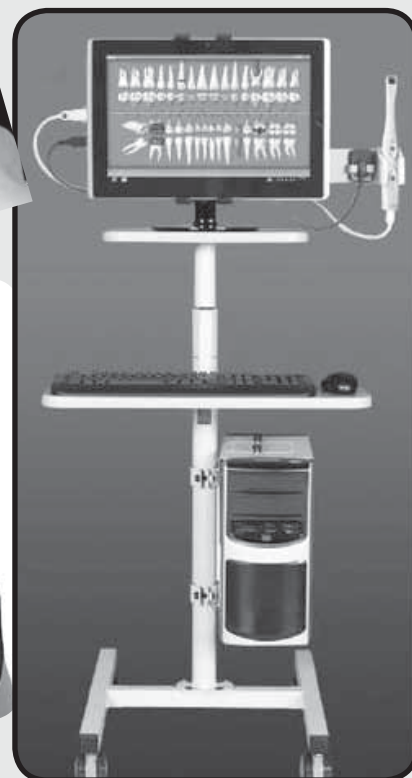
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A LOOK BACK AT OUR 2014 EVENTS

January 26th, 2014 – Montebello, California
"CALIFORNIA DENTAL PRACTICE ACT"
Jason P. Wood

February 6th, 2014 – Irvine, California
"BLUEPRINTS FOR SUCCESS: KEYS TO
BUILDING & STARTING A DENTAL PRACTICE"
Jason P. Wood

February 20th, 2014 – Pasadena, California
"BLUEPRINTS FOR SUCCESS: KEYS TO
BUILDING & STARTING A DENTAL PRACTICE"
Jason P. Wood

February 20th, 2014 – Sacramento, California
"CALIFORNIA DENTAL PRACTICE ACT"
Sacramento District Dental Society
Patrick J. Wood

February 21st, 2014 – Sacramento, California
"CALIFORNIA DENTAL PRACTICE ACT"
Sacramento District Dental Society-Annual Convention
Patrick J. Wood

April 25th, 2014 – Las Vegas, Nevada
"HOW TO GROW, MANAGE & SELL YOUR
DENTAL PRACTICE"
The Cosmopolitan Hotel
Jason P. Wood

May 9th, 2014 – San Diego, California
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."
CEA Dental Convention
San Diego Convention Center
Jason P. Wood

May 10th, 2014 – San Diego, California
"CALIFORNIA DENTAL PRACTICE ACT"
"DEAL OF THE YEAR: \$6K WORTH OF
ADVICE FOR THE PRICE OF ADMISSION"
CEA Dental Convention
San Diego Convention Center
Jason P. Wood

September 19th, 2014 – Costa Mesa, California
"LEGAL UPDATE"
ADS-Practice Transitions
Patrick J. Wood & Jason P. Wood

October 16th - 18th, 2014 – Denver, Colorado
"LEGAL & ACCOUNTING UPDATES"
Practice Valuation Study Group
Patrick J. Wood & Jason P. Wood

October 21st, 2014 – Santa Clara, California
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."
Santa-Clara Dental Society
Jason P. Wood

October 25th, 2014 – Huntington Beach, California
"HOW TO MANAGE & PROTECT YOUR
DENTAL PRACTICE" US Bank
Patrick J. Wood

LOOKING FORWARD TO ANOTHER YEAR OF HELPING AND PROTECTING THE DENTAL COMMUNITY

February 23rd, 2014 – San Jose, California
"CALIFORNIA DENTAL PRACTICE ACT"
Punjabi Dental Society
Patrick J. Wood

February 28th, 2014 – Los Angeles, California
"DENTAL PRACTICE TRANSITIONS"
UCLA Pediatric Residency
Patrick J. Wood

March 11th, 2014 – Santa Rosa, California
"DEAL OF THE YEAR: \$6K WORTH OF
ADVICE FOR THE PRICE OF ADMISSION"
Redwood Empire Dental Society
Patrick J. Wood

March 18th, 2014 – Tustin, California
EMERGENCY COVERAGE GROUP "ANNUAL
MEETING"
Patrick J. Wood

April 23rd, 2014 – Pomona, California
"DENTAL PRACTICE ACQUISITIONS"
Western University Campus
Jason P. Wood

April 25th, 2014 – Oxnard, California
"CALIFORNIA DENTAL PRACTICE ACT"
Santa Barbara-Ventura County Dental Society
Patrick J. Wood

June 12th, 2014 – Los Angeles, California
"ASSOCIATESHIPS, PARTNERSHIPS, & YOUR
FIRST 5 YEARS AS A DENTIST"
University of Southern California-Ostrow School
of Dentistry, USC Campus
Patrick J. Wood

June 27th, 2014 – Irvine, California
"PASSPORT TO YOUR DENTAL TRANSITION
DESTINATION"
GlideWell Laboratories
Patrick J. Wood

July 11th, 2014 – Oxnard, California
"CALIFORNIA DENTAL PRACTICE ACT"
Santa Barbara-Ventura County Dental Society
Jason P. Wood

July 16th, 2014 – Los Angeles, California
"CALIFORNIA DENTAL PRACTICE ACT"
Los Angeles Dental Society
at the Grove
Patrick J. Wood

July 27th, 2014 – Montebello, California
"CALIFORNIA DENTAL PRACTICE ACT"
Punjabi Dental Society
Patrick J. Wood

November 7th, 2014 – San Diego, California
"CALIFORNIA DENTAL PRACTICE ACT"
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."
CEA Dental Convention
San Diego Convention Center
Patrick J. Wood

November 8th, 2014 – San Diego, California
"CALIFORNIA DENTAL PRACTICE ACT"
"THE BUSINESS SIDE OF DENTISTRY"
CEA Dental Convention
San Diego Convention Center
Patrick J. Wood

November 14th, 2014 – Calabasas, California
"PASSPORT TO YOUR DENTAL TRANSITION
DESTINATION"
Patrick J. Wood

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Like new complete Zoom Lamp system best offer. Lancaster, CA 661-942-1181.

Are you looking for a California license dentist/silent partnership? Please text 626 610-5115.

New slow speed \$20 email for more information. xfadedmemories@aol.com.

Unused Wall Mounted Siemens (Heliodent) X-ray \$1800, call (714)848-8433.

(WTB) Digital Panoramic for \$10K or less, 2010 or newer Davinci0163@gmail.com.

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Brand new oroscopic loops. \$250-call for picture and specs. 714-400-6502.

X-ray developer great for pa's and pans. Imagemax. paid \$2600. Sac. \$600 titanium007@hotmail.com.

Cordless head massager. Paid \$450. Sac. \$200 obo titanium007@hotmail.com.

TTL loupes 3.0 mag. NEVER USED Paid \$900. Sac \$350 titanium007@hotmail.com.

Like New Zoom 2 advanced power 2nd generation UV light. \$500 or OBO 661-942-1181.

belmont chair light. Barely used. White. Paid \$950. Sac \$300 titanium007@hotmail.com.

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KERN COUNTY

BAKERSFIELD #29 - (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller moving. **[NEW]**

So. KERN COUNTY - (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO pts. Annual Gross Collect. approx \$350K part time. Seller is moving and is motivated. **[NEW]**

LOS ANGELES COUNTY

CANOGA PARK - (5) op comput. G.P. located in a strip center with exposure/visibility/signage. (4) ops eqt'd/5th plumbed. Cash/Ins/PPO patient base. Presently taking no Denti-Cal. Practice is located in an area of high Denti-Cal usage & could be added to significantly increase Gross Collections. 2014 Projected Gross Collections of \$250K+. Dentrax s/w. Digital x-rays - Dexis. Seasoned staff. Seller Retiring. **[PENDING]**

ENCINO - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w/ older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring. **[NEW]**

HOLLYWOOD - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

LANCASTER - (5) op computerized G.P. and single use free standing bldg. located on a main thoroughfare with exposure/visibility and parking. Be your own Landlord! (3) ops eqt'd (2) add. plumbed. Digital x-rays, Easy Dental s/w. Pano eqt'd. 39 years of goodwill. Cash/Ins/PPO pts. 2014 Projected Gross Collections of \$300K+ on a (2) day week! Total mos. payment of \$4K w/ \$30K down! WOW! Seller retiring but will assist w/ the transition. **[NEW]**

LA VERNE - (6) op comput G.P. (3) ops eqt'd/(3) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w/ excell. exposure/visibility/signage & parking. Exhibiting health growth. 2014 Gross Collections projected at \$400K+. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

PASADENA - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w/ near new Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office. **[NEW]**

SHERMAN OAKS #4 - (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. 2013 Gross Collect \$180K+ on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring. **[NEW]**

VAN NUYS/SHERMAN OAKS - Bldg. & Practice - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w/ excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[SOLD]**

WEST SAN FERNANDO VALLEY - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w/ excell. long term lease in place. Seasoned staff. **[PENDING]**

D&M SERVICES:

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- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

ORANGE COUNTY

ANAHEIM - (3) op comput G.P. (2) ops eqt'd/3rd op plumbed. Located in a one story prof. ctr. Cash/Ins/PPO pts. Gross Collect \$162K+ part time. Very low overhead. Sales price less than replacement cost. Seller moving.

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a strip center w/ exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving. **[NEW]**

SAN DIEGO COUNTY

Room for Your San Diego County Practice Listing.

TULARE COUNTY

SAN JOAQUIN VALLEY - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w/ limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[SOLD]**

EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd.

EAST VENTURA COUNTY #3 - (5) op comput G.P. located in an upscale prof. bldg. w/ excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving. **[NEW]**

SIMI VALLEY #3 - (4) op comput. G.P. located in a strip ctr. with excellent exposure/visibility and signage. Cash/Ins/PPO patient base. 2013 Gross Collections \$555K+. Digital X-Rays. Excellent Lease. Low Overhead. **[NEW]**

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Larry Basham, DDS, and Kevin Miller, DDS.

Robert W. Olson, Jr., APC

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"I had nearly given up on my dream of buying the perfect practice, when Citi stepped in to save the day. I found one other bank that would finance, but the interest rate was twice as high. Literally, Citi made it a win-win for me and the seller. Without the team at Citi I would be wishing and hoping, instead of loving every day in my very own practice. Thank You!! Seriously, you are simply the best!"

Justina Pham, DDS - Santa Barbara, CA

"Citi Healthcare Practice Finance Group not only provided me with the best rate, they provided sound advice and the highest level of service, ensuring that my practice acquisition funded on time and without hitches."

Jennifer Akagi, DDS - Santa Monica, CA

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**Southern California
financial advisor**

Bob Affleck
Citi Commercial Bank
Healthcare Practice
Finance Group
949-939-4550
bob.affleck@citi.com



**Northern California
financial advisor**

Brandon Finazzo
Citi Commercial Bank
Healthcare Practice
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415-627-6315
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EAST VENTURA COUNTY #3 (5) op comput. G.P. for sale. (4) ops eqt'd/5th plumbed. Located in a Prof. Bldg. Digital x-rays & CEREC. Cash/Ins/PPO pts. Annual Gross Collect \$600K+ on a (4) day wk. Seller moving. D&M Practice Sales 818.591.1401.

SO MARIN CO Perio 1,142 sf w/ 3 ops. Meticulously maintained! \$270k (CC-346) WPS/800-641-4179.

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FALLBROOK—JUST LISTED!! 18 year estab. GENERAL Practice situated in single story Prof Bldg. along main road. 3 Ops in approx. 900 sq.ft. Lots of dentistry referred out.

SAN DIEGO—North County-- ORAL and MAXILLOFACIAL SURGERY.

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MIRA MESA--- 20+ year **GENERAL** Practice has 4 Ops in approx.. 1300 sq.ft. Situated on corner of busy intersection. Primarily PPO.

LEMON GROVE—GENERAL Practice in high traffic strip mall. 4 Ops in 1100 sq.ft., has digital. Cash, PPO, Cap. Absentee owner.

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DENTAL / MEDICAL / PROFESSIONAL BUILDING FOR SALE IN GARDEN GROVE - Asking \$3.65 Mil. Medical Plaza located in heart of Garden Grove, busiest street corner in area, ~15,600 sq.ft. building located on 2 lots equaling ~1.01 acres, 10 rentable units. One unit is a vacant/plumbed dental office. High vehicle and foot traffic. Ample parking space. Easy access to Freeway 5, 405 & 22. Building/Land for Sale! Individual units are also available for lease. Don't miss this great opportunity! #GGRE1021. ****Featured Listing!****

ANAHEIM DENTAL PRACTICE FOR SALE – 2013 Gross ~\$180K. Busy street intersections in retail shopping center. New flooring. Low rent. ~1,100 sq. ft. 3 ops + 1 add't plumbed. Excellent visibility. Ample parking space. #AN124A. ****New Listing!****

MISSION VIEJO DENTAL PRACTICE & REAL ESTATE FOR SALE – Gross ~\$530K. Beautiful modern office ~2,703 sq.ft., 3 eq. ops. + 2 add't plumbed. Cash/PPO. Ample parking space. Easy access to Freeway 5. #MVRE982B. ****Featured Listing!****

IRVINE DENTAL PRACTICE FOR SALE – Busy street. Shopping center with anchor stores. -1,050 sqft, 3 ops. Near Fwy 5. #IR625S.

COVINA DENTAL PRACTICE FOR SALE - Beautifully renovated. ~1,100 sf. 3 ops.+ 1 add't plumbed. Good foot traffic. #CV910M

COVINA DENTAL PRACTICE FOR SALE - ~ 900+ sq.ft, 3 ops. Low Rent. Professional building. Close to Freeway 10. #CVN71T

DOWNEY DENTAL PRACTICE FOR SALE - Shopping center on busy streets. 7 ops. ~ 3,400 sq.ft. Diverse patient population.

HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE – 2013 Gross ~\$275K. Office located in shopping center on busy streets. 4 equipped operatories, ~ 1,200 sq.ft. Ample parking spaces. Easy access to Freeway 605. #HG423KL.

LONG BEACH DENTAL PRACTICE FOR SALE – Collections ~\$523K. 20 years of goodwill. Located on busy streets with 5 ops, ~1,300 sq.ft. Affordable rent. Mixed Income & patient base. High traffic. Easy access to Fwy 405. #LB124V. ****New Listing!****

LOS ANGELES DENTAL PRACTICE FOR SALE - Busy street. Highly visible strip mall. 3 ops. + 1 add't plumbed, 1,500 sf. #LA915VMS.

LOS ANGELES DENTAL PRACTICE FOR SALE – 2013 Gross ~\$630K. 3 ops, 1,300 sf, diverse patient population. #LA414NMB.

PANORAMA CITY DENTAL PRACTICE FOR SALE – 2013 Gross ~\$240K. Busy street intersections in strip mall with good street visibility. 3 fully equipped operatories in approximately 970 sq.ft. Easy access to Freeway 5. Great Opportunity. #PC821MP.

PANORAMA CITY DENTAL PRACTICE FOR SALE - 2 equipped ops. + 2 additional plumbed. ~1,400 sqft. Low rent. #PC818NH.

SAN GABRIEL STARTER PRACTICE FOR SALE – 2 eq. ops, ~1,000 sqft. Busy shopping ctr with anchorages. ****Price Reduced!****

SANTA MONICA PRACTICE FOR SALE – Med. Bldg. Excellent visibility & signage. Prime location. 3 ops, ~1,000 sf. Close to Fwy 405.

SOUTH GATE STARTER PRACTICE – Busy streets. ~1,500 sq.ft, 4 equipped ops + 1 plumbed. Excellent visibility. #SC720T2.

VALENCIA DENTAL PRACTICE & REAL ESTATE FOR SALE - Gross ~\$570K. Mostly PPO/Cash. Spacious office - 2,200 with 6 ops. Medical bldg. built in 2007. Family practice including cosmetic, implant & orthodontics. Close to Freeway 5. #VRE8411O.

VENTURA DENTAL PRACTICE FOR SALE – Busy street. High visibility, foot traffic. 5 eq. ops. ~1,782 sq.ft. Absentee Owner.

FONTANA DENTAL PRACTICE FOR SALE – Shopping Center. Excellent visibility. 3 eq. ops ~1,350 sq.ft. Low rent. #RM811HS.

MURRIETA STARTER PRACTICE FOR SALE – ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.

LA JOLLA DENTAL PRACTICE FOR SALE – 2013 Gross ~\$350K, mostly PPO Patients, 2 fully equipped operatories, ~1,000 sq ft.

OCEANSIDE DENAL PRACTICE FOR SALE - 10 yrs. of goodwill. 4 ops, ~1200 sf. Strip mall. PPO/Cash. ****Price Reduced!****

FRESNO DENAL PRACTICE FOR SALE – Excellent visibility. ~2,000 sq.ft., 3 fully eq. ops.+1add't plumbed. Close to Fwy 41.

SAN FRANCISCO DENTAL OFFICE CONDOMINIUM/OFFICE FOR SALE - Newly renovated dental office. 4 modern, private offices. Plumbed for 3 separate ops. ~800 sf. Close to Union Square. Dental Office Facility & Condo Unit can be purchased together or separately.

SAN JOSE STARTER PRACTICE FOR SALE - Newly Remolded with new cabinets. ~1,048 sq.ft. Low rent. Capitation check pays rent. 3 equipped operatories. Dentrax digital x-rays. Paperless. Good visibility & signage. Immediate growth potential. #SJ924PD.

HAYWARD DENTAL PRACTICE FOR SALE - Gross ~\$575K. GP in shopping area. 4 ops. ~1,820 sq.ft. Mostly PPO. #HW888SL

MODESTO DENTAL PRACTICE FOR SALE - Busy street. Strip mall. ~3,200 sf. 7 eq. ops. Close to major anchor stores. #MDT78F.

OAKLAND STARTER PRACTICE FOR SALE - Asking \$30K. 2 fully equipped operatories and 3 additional plumbed operatories. Renovated 2 years ago. Approximately 1,932 sq. ft. in professional bldg. in Downtown Oakland. Listing # H86OCC. ****Price Reduced!****

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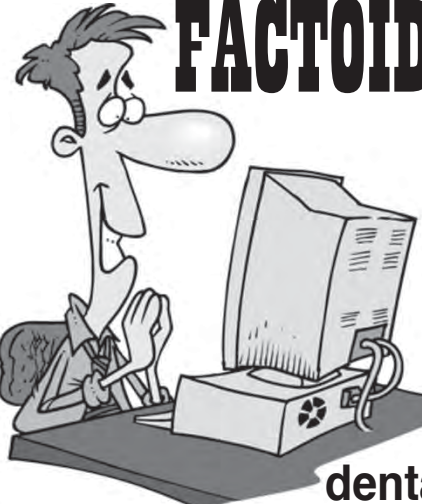
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FRESNO General Dentistry Partnership – 7,500 active patients. 2013 Partnership GR \$4,708M. Selling Partner 2013 Net Income \$368K. HSPPT – Dennis Hoover 209-605-9039 #CA196.

Serious buyer looking for Dental Practice & Real Estate in Los Angeles & Orange County. Minimum of 5 ops. Good visibility. Over \$500K collections. Sellers call Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or practice@lcfinc.com | <http://lcfpracticesales.com>.

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REDDING FOOTHILLS HEALTH FORCES SALE! Includes Cerec! 2,000 sf w/ 5 ops ONLY \$100k / Real Estate Also Available! (HG-298) WPS/800-641-4179.

Are you a dental shopper seeking bargains? We strive to provide the best bargains in every issue of The Dental Trader. Often it is dentists who refer bargain deals to The Dental Trader. If you spot a real deal, please tell that company about us or tell us about them so we can get their sweet deal into the publication. 877 888 4237 Many thanks!!

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Legal Tip: Buyers Have you conducted a UCC search on the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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Dental Practice for Sale in Anaheim – New Listing! Practice located on busy intersections in retail shopping center. 3 ops, 1 additional plumbed. Ample parking space. Low rent. Listing #AN124A. Call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | <http://lcfpracticesales.com>.



TIMOTHY GIROUX
DDS/BROKER

ASK THE BROKER

This month is the best time to put your practice on the market

Believe it or not, January is usually the best time to list your practice. I say this based on previous years' history. We have been in the business for more than 30 years and experience dictates my answer. I can only assume the reason for this is because the New Year usually brings resolutions and commitments to big decisions. Dentists who have been associating for a while finally decide it is time to purchase and own their practice, rather than associate.

High buyer demand is critical for our Sellers. Our business goes full tilt towards the end of January, slows down during the summer, picks up again from Labor Day until mid-November and then goes into hibernation for the holidays. Therefore, it is best to get the ball rolling in January as it takes several weeks to digest all the practice financials and establish the practice on the market.

Many dentists think that the best time to list a practice is when students are graduating from dental school. This is not true! New dental graduates entering the job market after graduation usually cannot qualify for a loan until they have practiced for at least 1- 2 years.

Historically, January kicks off the New Year with pent-up Buyers who have been contemplating their decision for two months during the holidays, coinciding with new Buyers who have been associating for the past 18 months after graduation. We are anticipating stronger than normal activity this spring as the stock market and real estate markets have recovered from the 2008 slowdown.

When I was a practicing dentist, I did not particularly appreciate attorneys or dental brokers. However, I am continually amazed at how many dentists try to sell their practices on their own. While it can be achieved under the perfect circumstances, an experienced broker can help navigate all the pitfalls which dentists are unaware of. Since they are constantly developing a database of buyers, they normally earn their commission by ensuring the Seller receives full market value *and* a better fit for the practice. Most of us would never sell a house on our own, which would be *way easier* than selling a dental practice! Most of us hire a CPA to prepare our taxes as compared to a bookkeeper or large commercial entities who provide "cookie cutter" tax returns.

I would also apply this principle to discount brokers or trying to sell on your own. *Why trust your most cherished asset in the care of anything less than an experienced, full-service brokerage firm?*

Timothy Giroux, DDS owns **Western Practice Sales** and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179

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Testimonials:

Jeng and Associates have represented me in buying 3 offices and multiple lease reviews and negotiations. Their professionalism is unbeatable and Dr Jeng is always available to answer my questions by phone or email.

Dr. L. Kong, Daly City, Ca

I highly recommend Dr Jeng as a dental attorney. His experience as a dentist combined with his legal experience gave me the confidence to enter into a share office arrangement. He was always available to answer my calls and addressed all my concerns and questions.

Dr. P Tran, Burbank, Ca

Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs.

Dr. K Chou, Hacienda Heights, Ca



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Consult a CPA or attorney if you need tax or legal advice.

SALE: GENORAY {portable} digital x-ray unit; Easy to use. (Hand-held w/optional backscatter). No wire needed. Lightweight enables ultimate mobility. Wireless Camera Style w/Rechargeable Battery & Built-in large graphic LCD Screen; Low radiation keeps patients/dentists safer; Generates sharp, ultra-clear images; Compatible w/digital sensors & chemical x-rays. Comes w/tripod. List: \$6,995. SALE: \$4,995. Call 800-273-5033.

WOOD & DELGADO "Jason Wood helped me through this process, which helped tremendously. Always with a timely response. He basically created a contract and walked all over the seller's non-dental attorney." Dr. Vishal Advani, D.D.S. www.dentalattorneys.com. 800.499.1474.

MENDOCINO COAST General Practice. 2,376 sq. ft., 4 Ops. Dentrux, Intra-Oral, CAD/CAM. 2013 GR \$1.025M. HSPPT - Thomas Wagner-916-812-3255 #CA181.

PRACTICE FOR SALE Mira Mesa. 20+ yr GP, 4 Ops. in 1300 sq.ft. PPO: SDPS: 760-599-7828.

SAN FRANCISCO Endo Assoc/ Buy-in Opportunity in upscale SF location. Free parking. TDO. Dexis. Central nitrous. Call for details! (AC-325) WPS/800-641-4179.

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NORTHERN CALIFORNIA Periodontal Practice. Partnership Opportunity. 1,500 sq. ft. 6 Ops, Dentrux. HSPPT - Thomas Wagner-916-812-3255 #CA168.

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FRESNO General Practice – 5 Ops, 2,000 sq. ft. 5 days/hyg., 23 new patients/mo., 2013 GR \$405K. HSPPT – Dennis Hoover 209-605-9039 #CA171.



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Dr. Seo

The Dental Trader is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Both editions may be read online at dentaltrader.com.

RED BLUFF Get away from the big City! Established 50 Years! 800 sf w/ 2 ops \$75k (GG-328) WPS/800-641-4179.

BAKERSFIELD #29 (4) op comput. G.P. for sale. (3) ops eq't'd (4th) plumbed. On a main thoroughfare in a free stand bldg. Digital x-rays. Cash/Ins/PPO pts. Annual Gross Collect \$300K+ on a (2) day wk. Seller moving and is motivated. D&M Practice Sales 818.591.1401.

Legal Tip Has your CPA reviewed the proposed tax allocations for the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Pre-Approved Buyer seeking to buy Dental Practice in Culver City, West Los Angeles, San Fernando Valley. 4+ Ops, grossing \$500-800K with net of 200K+. Real Estate is ideal! Sellers call Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or practice@lcfinc.com | <http://lcfpracticesales.com>.

Want to score a better deal! Read The Dental Trader online at dentaltrader.com before it hits the streets in print. (usually around the 20th of each month). Online reader often score the best bargains. Check out the ad board too! Next month's ads appear there now!!

FRESNO Well Respected Specialty Practice limited to Dental Sleep Medicine. Call for Details! (JC-349) WPS/800-641-4179.

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BAY AREA: Periodontal Practice in leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dentrix software. 2013 GR \$1M. open for almost 20 years. #CA167.

CENTRAL COAST: *NEW LISTING* – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 GR of \$2.3M and Adj. Net of \$840K. Dentrix, Digital. Paperless, Intra-Oral Camera, Laser. #CA208.

EASTERN SIERRAS: General Dentistry – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. #CA528.

FOLSOM/EL DORADO HILLS: 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg/wk. Intra-Oral Camera, Laser, Digital X-Rays and Intra-Oral cameras. #CA103.

FOLSOM: *FACILITY ONLY* – Well-designed, modern, fully equipped, 1,200 sq. ft. dental office with 3 Ops, digital x-rays, digital pan, computers & monitors in all ops, high & low speed handpieces, cavitrons, and Statim 5000. Nobel Vision TV, Danserau vacuum, and a new 2.5 hp compressor. Owner is willing to include about 400 HMO patients with the facility sale, if buyer is interested. #CA209.

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. #CA553 – In Escrow

FRESNO: General Dentistry. This 5 Op, 2,000 sq. ft. office is in North Fresno. Started in 1997. There are 5 days of hyg/wk. with 23 new patients per mo. 2013 GR of \$789K. Equipment is approx. 5 years old. Owner is retiring. #CA171.

FRESNO: General – Partnership Interest. Partner in well-est., highly regarded, 5 dentist group in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership GR were \$4,708,000. Selling Partner's Net Income 2013 \$368K. #CA196.

FRESNO: General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg/GR have averaged \$760K per year with low 61% overhead. Gendex X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202.

GREATER LINCOLN/ROSEVILLE: General Practice. 2,150 sq. ft. suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. #CA165 – In Escrow.

GREATER PITTSBURG AREA: *PRICE REDUCED* by \$122,000 – General Dentistry. Est. for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with Practice. #CA108.

GREATER ROSEVILLE/ROCKLIN/LINCOLN: General Dentistry- 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 days hyg/wk. equipment is approx. 7 years old, Eaglesoft. #CA154. – In Escrow.

GREATER SACRAMENTO: General Dentistry – Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140 – In Escrow.

GREATER SACRAMENTO: General Dentistry – Well-est. GP in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialties. Owner retiring. #CA156 – In Escrow.

MENDOCINO COAST: General Dentistry – Stand-alone professional building and practice in a medical area on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dentrix, Intra-Oral camera, CAD/CAM. 2013 GR of \$1.025M every year since 2007 on av. 15 days/mo. 4½ days hygiene, averaging 25 new patients per month. #CA181.

MILPITAS: General Dentistry- Beautiful, updated office on main street in well-maintained professional building. 5 Ops in 1,650 sq. ft., Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935K with 7 days of Hygiene. Owner retiring after 35 years in present location, 45 in the community. #CA180 – In Escrow.

NORTH OF SACRAMENTO: General Dentistry- 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Est. 15+ years. #CA106 – In Escrow.

NORTHERN CALIFORNIA: Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrix software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168.

NORTHERN CALIFORNIA: Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319,865. #CA158 – In Escrow.

NORTHERN CALIFORNIA: Endodontic Practice: 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dentrix software. 2013 GR of \$337K, in current location for 30+ years, owner retiring. #CA169.

PITTSBURG: General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. GR of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133.

PLEASANTON: Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers, Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! #CA195.

PLUMAS COUNTY: *PRICE REDUCED* – General Dentistry : 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2½ days hygiene per week. Great opportunity! Owner retiring. #CA558.

SACRAMENTO: General Practice- Leased, stand-alone professional building on busy thoroughfare. 1,250 sq. ft. with 3 equip Ops, 1 add'l plumbed, remodeled less than 10 years ago. Digital X-rays, Dentrix. 2013 GR of \$794K. #CA177.

SACRAMENTO: General Practice: 2,400 sq. ft. w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-est. neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent. 2013 GR \$711,014. Owner retiring. #CA182.

SAN FRANCISCO - FINANCIAL DISTRICT: General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. #CA162 – In Escrow.

SAN FRANCISCO: General Practice. Located close to Union Square, this has shown steady increase every year. 2013 GR were \$854K with only 55% overhead. 4 days of hygiene. Owner moving out of Bay Area. #CA191.

SAN JOSE: General Practice- Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 Ops in 1,200 sq. ft. with Pano and Eaglesoft. 2013 GR of \$370K on 30 hour work week with 2 days of Hygiene. Located on a major intersection with Health Care and other businesses nearby. Owners are downsizing. #CA178 – In Escrow.

SAN JOSE: Facility Only. North Valley, well-est. location featuring 7 ops in approx. 1,400 sq. ft. Fully equipped with all you need at 1/3 the price of a new start up. One block from VTA stop, beautiful landscaping and newly re-furnished interior. Pano, Digital Scanner, and 5 station computer network included. #CA190.

SAN MATEO: General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. 2013 GR of \$708K with 5 days of Hygiene. Dentrix, Digital, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring. #CA179.

SANTA CRUZ COUNTY: General Dentistry in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrix Software. Seller is moving. #CA550.

SANTA MARIA: This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166 – In Escrow.

SANTA ROSA: This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 GR were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200.

SANTA ROSA: This 3 Op office is located in a retirement community where 70% of the patients are private pay. Intra-Oral Camera, Schick Digital X-ray, Discus NV laser, Eaglesoft software. Most Endo, Pedo, Ortho, and Oral Surgery is referred out. 3 days of hygiene. 2013 GR of \$437K with \$173K Adjusted Net. Practice was started by present owner in 1998, owner is retiring. #CA201.

S. LAKE TAHOE: General Dentistry- This 1,450 sq. ft. office has 5 ops (1 add'l available), was **SOLD** by owner in 1973. Average collections for the last 3 years have been \$773K. The practice has high visibility. 15 new patients/month, 4 days hyg. #CA134.

TUOLUMNE COUNTY: General Dentistry Practice & Building. The GR averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft., equipment average age is 3-4 years. The building is well-maintained with storage and upscale interior décor. 45 minutes from population centers with 200,000+ people.

WALNUT CREEK: Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. #CAM540.

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: NEW LISTING - General Dentistry Practice & Building with 6 Ops, 3 Equipped, 3 Plumbed. Near Disney. Est. 39 yrs. with great visibility on a busy street. #CA186.

ANAHEIM: NEW LISTING - General Practice with 4 Ops equipped and an additional 5 Ops available. SoftDent Kodak Digital, and a Digital Pan. 2013 GR of \$237K. Retiring doctor works only 3 days per week- room to grow! Great central Anaheim location. #CA207.

BAKERSFIELD: General Dentistry - 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been est. for 20 years. #CA193.

BALDWIN PARK: General Dentistry - 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. #CA176.

BANNING: General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. #CA183.

BEVERLY HILLS: NEW LISTING - Leasehold Improvements plus some patients - 2 Ops, 1 Equipped, Open Dental with computer, Digital x-rays with 2 sensors, vacuum, and sterilizer.

BEVERLY HILLS: NEW LISTING - General Dentistry Practice with 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, equipment ~7 years old. 4 days hyg/week, long-term staff. 2013 GR \$1.2M+ with Adj. Net of \$406K. #CA210.

CAMARILLO: NEW LISTING - General Practice - Retiring dentist has been in practice 34 years. Retail location with good anchor stores and near a huge retirement community. Untapped implant opportunities. Doctor refers most of the specialty work. 4 Ops. 1-2 more Ops available. GR of \$568K in 2013 and \$565K in 2012. #CA204.

CHULA VISTA: General Dentistry - Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrux Software. \$493K 2013 GR, seller is retiring. #CA109.

GREATER LOS ANGELES AREA: Periodontal Practice-5 Ops, Dentrux, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. #CA173.

HUNTINGTON BEACH: NEW LISTING - General Dentistry - 3 Ops, Dentrux, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. #CA194.

HUNTINGTON BEACH: General Dentistry - Est. for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. #CA155 - In Escrow.

LA MESA: NEW LISTING - General Dentistry - 4 ops, Dentrux, Digital X-rays, Intra-Oral Camera, and Pano. Est. for 28 years. 2013 GR of \$501K. #CA205.

LA MESA: This 3 Op Practice is located in 2,000 sq. ft. in a prof. building. GR of \$403K in 2013 with similar numbers for 2014. Dentrux, Laser, and Digital X-Rays. #CA127.

LOMA LINDA: General Dentistry -4 Ops, est. in 1986. Intra-Oral Camera, Dexis Digital X-rays, and Pano. 2013 GR of \$631K on a 4 day work week. #CA185.

LOS ANGELES: NEW LISTING - General Dentistry - 9 Ops, 6 Equipped in a retail center with high visibility. Est. for 16 years. Dentrux, Digital X-Rays, Pano, Intra-Oral Camera. 2013 GR of \$824K with \$355K Adj. Net. Higher numbers projected for 2014. #CA197.

LOS ANGELES: NEW LISTING - This General Practice is located in a multi-story professional building, 1200 sq. ft. with 4 Ops, 3 Equipped, this practice has been est. for 60+ years. 2013 GR of \$256K on a 2 day work week. Room to grow. #CA211.

MURRIETA: General Dentistry with 7 Ops, Schick Digital X-rays, CEREC, and Dentrux. 2013 GR of over \$1.4MM and over \$512K Adj. Net. #CA163.

NEWPORT BEACH: General Dentistry -3 Ops, high-end equipment <10 yrs old: ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrux software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. #CAM534.

NORTH HOLLYWOOD: General Dentistry - 5 equipped Ops, 1 plumbed. Free-standing building, Dentrux, Dexis, Pano, Laser, and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. #CA187.

NORTH ORANGE COUNTY: General Dentistry - 7 Ops, 6 Equipped in a 2,700 sq. ft. suite. GR of \$601K with \$244K Adj. Net on a 3 day work week. EagleSoft, Intra-Oral Camera, Schick Digital X-rays, and Pano. #CA189.

NORTH ORANGE COUNTY: Orthodontic office. Leasehold improvements plus some patients. 4 chairs in an open bay located in a retail center in an upscale family community. #CA188.

ORANGE COUNTY: Oral Surgery Practice- 5 Ops in a professional building. has **SOLD** Adj. Net. for 8 years. 2013 GR of over \$1.4MM and \$875K Adj. Net. #CA163.

ORANGE COUNTY: Periodontal Practice - 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. #CA172.

REDLANDS: General Dentistry -3 Ops, has been est. for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. #CA160.

RIDGECREST: General Dentistry Practice & Building: 4 Ops in 1,536 sq. ft. Est. at this location for 32 years, retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. #CA523.

SAN BERNARDINO: General Dentistry -4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. #CA150.

SAN DIEGO: Retiring Dentist in a convenient, highly-desirable area of San Diego. 3-Ops, with the dentist utilizing 2-ops. Small, quality FFS, PracticeWorks. Ideal starter or additional boutique location. #CA161.

SAN DIEGO, SOUTH COUNTY: General Dentistry - 3 Ops in a retail center. Est. for 6+ years. EasyDental, Digital X-rays- 3 sensors. GR of \$310K and \$120K Adj. Net. #CA175.

SAN FERNANDO VALLEY: General Dentistry -3 Ops, 2 Equipped, est. 30+ years. EagleSoft and Schick Digital X-rays. 2013 GR \$177K. #CA159.

SANTA MONICA: This General Dentistry Practice with 3 equipped Ops is in a 900 sq. ft. suite. The office utilizes Dentrux with 5 workstations, and most equipment is 3-5 years old. The location is near residential, shopping, and restaurants. GR of \$223K for 2013 with room to grow. #CA203.

SOUTH BAY AREA, SAN DIEGO: NEW LISTING - General Dentistry practice with 3 Ops and 4 days of hyg/week. Located in a well-visited retail center with great visibility. Dentrux and Digital Pano, this is a PPO and Fee For Service Practice with 2014 Projected Gross Receipts of \$562K. #CA206.

SOUTH ORANGE COUNTY: NEW LISTING - General Dentistry -5 Ops. EagleSoft, Schick, Intra-Oral Camera. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192.

TEMECULA: General Dentistry -26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. #CA174.

THOUSAND OAKS: FACILITY ONLY - Move-in ready - 4 Ops in 1,325 sq. ft. Modern design, Dentrux with 4 workstations, business office, and sterilization area. Great start-up, satellite office or Specialist location - 7 General Dentists in the building. Full inventory and photos available. Buyer will have first opportunity to purchase real estate in the future. #CA137.

TORRANCE: NEW LISTING - General Dentistry with 3 Ops, 2 Equipped. Practice is near hospital and in professional area. Practice established 19+ years. 2013 GR of \$333K with \$176K Adj. Net. DentiSoft Software. #CA213.

VICTORVILLE: General Dentistry - 3 Ops plus 3 plumbed for expansion. 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Est. 34 years. #CA149.

WEST HOLLYWOOD: NEW LISTING - General Dentistry - 4 Ops, Professional Building, 9 years of goodwill. Mediadent Software, Intra-Oral Camera, Digital, Laser. Equipment average age is 5 years old, 2013 GR of \$539K with higher projected GR for 2014. #CA212

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101.

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SALE Clio Digital X-Ray Sensor: Increased Durability, Fully Compatible, Highest Diagnostic Quality. Adult: List: \$8,995; Sale: \$6,495. Pedro: List: \$7,995; Sale: \$5,495. Comes with ClioSoft Imaging Software w/10 workstation license. Visit site for more info: www.ez2000dental.com; then click on Products link, then click on Clio Digital XRay Sensor. Follow instructions. Or call today 800-273-5033.

Achieve your practice goals Wells Fargo Practice Finance can help you succeed. Call 1-888-937-2321 or visit wellsfargo.com/practicefinance.

MODESTO Practice nets over 50%! 1,200 sf, 3 ops+1 add'l. \$350k (IN-358) WPS/800-641-4179.

Motivated Buyer looking for Dental Practice in Corona/Riverside! Established patient base. 1,500+ sq. ft. Retail shopping center is preferable. Sellers call Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or practice@lcfinc.com | <http://lcfpracticesales.com>.

! SCUMBAG ALERT !



Apparently an individual passing himself off as Scott Turner (and may be using additional names) and using the email address **gen2rule17@gmail.com** has discovered The Dental Trader and is contacting doctors who are advertising goods for sale on our Ad Board. He pretends to be an interested buyer. We have received evidence of fraud from a doctor who was offered more than the asking price for his equipment. Scott Turner is passing fraudulent checks. Online searches of this character produced other scams he appears to have engaged in, you can view these scam alerts at the link below.

If you are selling an item, always **ALWAYS** make sure you are paid in full before shipping anything! If accepting a check or cashier's check, allow that check to clear first. If you receive an overpayment and the buyer requests you "reimburse" him the difference, **DON'T DO IT!**

This is a scam. Because Scott Turner is not a Dental Trader advertiser and we don't even know if there is a "real Scott Turner" or not...we have not added him to our Consumer Alert. If you are advertising an item for sale and contacted by this individual please notify The Dental Trader immediately so we may assist law enforcement in apprehending this scumbag.

<http://www.dotmed.com/virtual-trade-show/category/Honest-%26-Dishonest-Dealings/Discussions/Forums/Beware-Scott-Turner/46032>.



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BAY AREA

AC-243 SF Facility: Occupies entire 8th floor of beautiful Downtown SF Fin. Dist. Bldg 2500 sf w/ 7ops **\$150k**

AC-335 SAN FRANCISCO: Two great practices for the price of one! Call for Details!!

AG-357 SAN FRANCISCO: 450 Sutter! 1,300 sf w/4 ops! Breath-Taking City Views! **\$445k**

BG-362 HAYWARD: Practice AND Real Estate Available! 1,800sf w/ 4 ops! **Call for Details!**

BN-183 HAYWARD: *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

BN-279 CONTRA COSTA COUNTY: Excellent Merger Opportunity! 2-story. 1,350 sf w/ 3 ops +1 add'l **\$60k**

BC-365 CENTRAL CONTRA COSTA: dedicated to restorative & cosmetic dentistry. 1,757 sf w/ 4 ops. **\$550k**

BC-361 OAKLAND: Established for over 23+ years! 2,200 sf w/ 7 ops. **\$430k**

CC-170 SOLANO COUNTY: Near Wine Country! 950 sf w/3 ops **\$225k**

CC-307 SOLANO COUNTY: 1/3 Interest in premier practice! One of the most valuable practices on the CA market in years! 6,785 sf w/ 20 ops **\$1.035m**

CG-355 NAPA: Looking for Experienced, High-End General Dentist. Collections ~ \$1m **\$725k**

CG-366 SONOMA CO.: Vibrant, growing community! 1,300+ sf w/ 4 ops. Over \$760k in collections! **\$495k**

CN-189 RIO VISTA: In the heart of the beautiful California Delta! 3 ops **REDUCED! \$195k**

CN-344 N. SONOMA CO: Long-established, stellar reputation! 2560 sf, w/ 6 ops **\$925k**

CC-369 SAN RAFAEL: Perfect starter practice opportunity! 900 sf w/ 3 ops. **\$350k**

DC-287 DUBLIN Facility: Space Share Facility with OS. 2ops + 1 add'l, 1100 sf **\$125k**

DC-308 ALAMEDA: Great Starter Practice close to 880! 1,100 sf w/ 4 ops **\$125k**

DC-370 SAN JOSE Facility: Available with or without patient charts! Move in Ready! **Call for Details!**

DG-116 SALINAS AREA: Large, loyal & stable patient base! 1,400 sf w/5 ops. State-of-the-art Equipment **\$175k**

BAY AREA CONTINUED

DG-124 MILPITAS: Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

DG-348 SAN JOSE Facility: Fully equipped w/add'l \$25k in extra equip including software! **REDUCED! \$140k**

DG-351 PLEASANTON Facility: Very Appealing and Desirable! 1,000 sf w/ 3 ops. **Now Only: \$79k**

DN-311 PLEASANTON Facility: A great location and superior visibility! 870 sf w/ 3 ops + 1 add'l. **REDUCED! \$95k**

DN-331 CASTRO VALLEY: Fully computerized and State-of-the-Art equipped! 1800 sf w/ 6 ops. **\$790k**

DN-353 ALAMEDA: Fantastic Opportunity with view of the estuary 2,060 sf w/ 5 ops. **\$850k**

NORTHERN CALIFORNIA

EG-198 SACRAMENTO: Desirable "Pocket Area". 1,112 sf w/3 ops **\$55k**

EG-321 SACRAMENTO: Right off 99 near large anchor tenant! 2,400 sf w/ 5 ops **\$420k**

EN-340 SACRAMENTO: Large HMO practice! 3,400 sf w/ 10 ops and Plumbed for 1 add'l **\$950k**

EN-350 SACRAMENTO: Old-fashioned values and philosophy! 674 sf w/ 1 op. **\$85k**

FG-309 ARCATA: Priced at only 44% of collections! 656 sf w/ 2 ops **\$185k**

FN-181 NORTH COAST: Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **\$150k (25% int. in bldg. avail.)**

FN-299 FERNDALE: Live & practice on the beautiful North Coast! 1,300 sf w/ 3 ops **\$225k (R.E.. \$309k)**

FC-334 NORTHERN CA: Emphasis on prevention. 1,200 sf w/ 4 ops **\$480k / Real Estate Also Available!**

FC-343 NORTHERN CA: Quality & location are the keys to success! 1,200 sf w/ 3 ops + 1 add'l & 1 hyg. Op. **\$500k (Real Estate \$375k)**

GG-320 CHICO: Large, Unique, Originally designed for more than 1 dds! 5,000 sf w/ 7 ops (+2 add'l) **\$1.2m**

GG-328 RED BLUFF: Get away from the big City! Established 50 Years! 800 sf w/ 2 ops **\$75k**

GN-201 CHICO: Beautiful! On major thoroughfare, stellar reputation! 1,400 sf w/ 4 ops + room for 1 **\$425k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA CONTINUED

GN-244 OROVILLE: Gorgeous, Spacious. 2,500 sf w/5 ops! Collections over \$450k in 2013. **Only \$315k**

GN-258 REDDING: Pristine and attractive! Conveniently located! 1,050 sf w/ 2 ops. **\$215k**

GN-324 YUBA CITY Facility: Newly updated! 1,704 sf w/ 4 ops, **Motivated Seller! \$75k**

GN-354 YUBA CITY: Well-established practice and building! 2670 sf w / 6 ops + 1 add'l **\$325k (R.E. \$450k)**

HG-298 REDDING FOOTHILLS: **HEALTH FORCES SALE!** Includes Cerec! 2,000 sf w/ 5 ops **\$100k / Building Avail !**

HN-213 ALTURAS: Close to Oregon Border. FFS practice is 2,200 sf w/ 3ops +1 add'l **\$115k**

HN-197 EAST LODI FOOTHILLS: Two practices - One great price! Call for details! **\$595k**

HN-280 NORTHEASTERN CA: "Only Practice in Town" 900 sf w/ 2 ops **\$110k**

HN-290 PLACERVILLE: **Excellent Merger Op!** Embrace the lifestyle and build your success story here! FFS. 1,400 sf w/ 4 ops **\$210k**

HN-317 SIERRA FOOTHILLS: "50% Buy-in" in a desirable Foothill community. 2,400 sf w / 6 ops **\$525k**

CENTRAL VALLEY

IG-067 STOCKTON: Fully computerized, paperless, digital. 5,000 sf w/10 ops **Steal of the Century! \$240k**

IG-356 MODESTO AREA: Priced at **Only 52% of Collections!** 1,600 sf w/ 4 ops. **\$489k**

IN-297 MODESTO: Pristine, contemporary medical/prof ctr. 1,980 sf w/ 4 ops. **PR: \$475k / RE : \$425k**

IN-332 MADERA: Perfect Local in the "heart" of CA. 1,805 sf w/ 4 ops. **\$399k**

IN-338 LODI: Recently remodeled. Desirable Downtown location. 1,000 sf w/ 4 ops **\$340k**

IN-345 MODESTO: Long-standing tradition of quality care. 3016 sf w/ 5ops + 1 add'l. **\$495k**

IN-358 MODESTO: Practice nets over 50%! 1,200 sf, 3 ops+1 add'l. **\$350k**

JN-251 FRESNO: Dedicated to delivering the highest quality of care! 1,565 sf w/ 4 ops **\$140k**

CENTRAL VALLEY CONTINUED

JN-259 FRESNO Facility: Newly Remodeled! Low rent & overhead! Would cost much more to duplicate! 1,197 sf w/ 3 ops + 1 add'l. Seller Motivated! **\$45k**

JG-261 TULARE CO: Family-oriented, desirable locale! Seller can stay for transition! 730 sf w/ 3 ops **\$325k**

JN-295 VISALIA: Practice & Real Estate 2,000 sf w/ 5 ops **PR: \$185k RE: \$300k**

JN-316 CLOVIS: "The best of all worlds!" Huge, like new Practice! 2,501 sf w/10 ops **\$700k**

JC-349 FRESNO: Well Respected Specialty Practice limited to Dental Sleep Medicine. **Call for Details!**

SPECIALTY PRACTICES

CG-375 WINE COUNTRY Prosthodontics: Call for Details! Collections ~ \$1m **\$725k**

I-7861 CENTRAL VALLEY Orthodontics: 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

I-9461 CENTRAL VALLEY Orthodontics: 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

EN-203 SACRAMENTO Oral Surgery: Highly efficient. 3,000 sf w/ 4 ops **ONLY \$235k**

DG-264 SAN JOSE Orthodontics: \$300-400k in build-outs alone! 1800 sf w/ 5 chairs. **REDUCED! \$245k**

GN-304 NORTHERN SACRAMENTO Pediatric: Well established, highly esteemed. 1,800 sf w/ 4 ops **\$595k**

AC-325 SF Endodontics: Assoc/ Buy-in Opportunity in upscale SF location. Free parking. TDO. Dexis. Central nitrous. **Call for details!**

BC-336 CONTRA COSTA CO Periodontics: 1,440sf, 4 ops +1 Great Location! **Call for Details!**

CC-346 SO MARIN CO Periodontics: 1,142 sf w/ 3 ops. Meticulously maintained! **\$270k**

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Our no-obligation consultation helps you pinpoint key areas in your practice to increase profitability and practice value.



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FEATURED LISTING:

South San Luis Obispo County

Well established, solid practice with excellent, long-term team. Freeway close. Large windows with beautiful country views throughout, 6 operatories

SAN LUIS OBISPO

SAN LUIS OBISPO

SANTA MARIA

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GLENDALE

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NEWPORT BEACH

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1,700 sq.ft., 4 ops, great net income
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Nice office, beautiful community
Sale pending

Great location, high net income
Sale pending

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Luis Kong, DDS (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536.

Your JUNK is another doctor's GEM! Place a free ad in The Dental Trader and turn your JUNK into money. Submit you ad online at dentaltrader.com after reading the instructions on our FAQs page. The first 20 words are free!

PLEASANTON Facility Very Appealing and Desirable! 1,000 sf w/ 3 ops. Now Only: \$79k (DG-351) WPS/800-641-4179.

DENTAL OFFICE FOR SALE IN MERCED FOR \$35,000. EXCELLENT LOCATION, GENERATES MANY WALK-INS. REASONABLE RENT. 6 OPERATORIES & X-RAYS, NO CHARTS. FOR MORE INFORMATION CALL 209-722-9411, ASK FOR LAURA.

Looking for Vietnamese Dentist partner for opening a new practice in either Westminster or Sacramento. If interested please call 714-482-8642.

DENTIST Busy office near Monterey, CA looking for an experienced Dentist to join our practice. Excellent compensation. Email BayAreaDentist2009@gmail.com.

dental clinic is closing down dentalchairs, equipments, compressor, suction, x-ray units, cabinets, small refrigerator are on sale. call 5598027597.

Clean out that junk drawer and sell the stuff you don't need.

Place a FREE AD and turn your unwanted items into cash! Ads placed online post instantly to our website.



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DENTAL PRACTICE FOR SALE A spectacular location in Plumas County. Very nice office with 4 Operatories and 2 days of hygiene. Collected 540k on 3 days. Offered far below professional appraisal list. Dentist/Owner is retiring. Please contact: ddspractice4sale@yahoo.com.

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Dental Facility for Sale 3 ops, Gendex Pano, 3 X-ray units, mid mark sterilizers, statim, airtech 40, vacuum, lab equipment and much more. Recently remodeled perfect for start up. Please email miae.louie@goAAA.com.

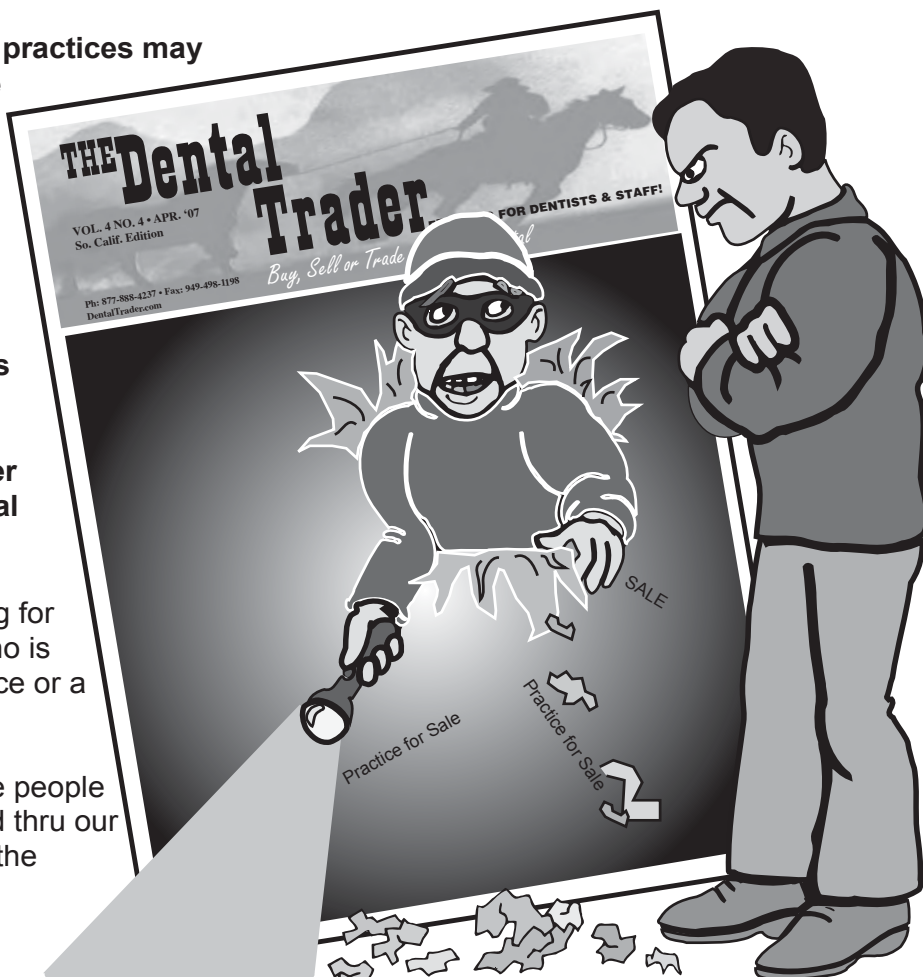
SHERMAN OAKS (3) op comput G.P. for sale. Located in a well known, easily accessible prof. bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$180K+ on an easy (3) day week. Great starter, satellite or buy & combine. D&M Practice Sales 818.591.1401.

ILLEGAL DENTAL BROKERS

The Dental Trader strictly enforces the following ad policy for the protection of dentists.

Dentists selling their own dental practices may advertise them however, anyone else listing the sale of a dental practice or soliciting for listings must hold a valid DRE (Calif. Dept. of Real Estate) license. DRE compliance is required of all agents/brokers advertising the sale of dental practices per DRE code Sections 10000-10602. These advertisers are also required to identify themselves as an agent or broker on all ads placed that list a dental practice for sale.

If you encounter someone soliciting for listings and/or selling a practice who is not the owner-dentist of that practice or a DRE licensed agent, please notify **The Dental Trader** staff by calling **877-888-4237**. Invariably these are people who have placed a small reader ad thru our website and have slipped through the cracks of our security measures.



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BERKELEY'S ALTA BATES MEDICAL VILLAGE Strong performer on 24 hour week. Current year tracking \$750,000+. 4-days of Hygiene. Lots of work referred. Renowned Medical Village has regional draw. To learn more, go to www.PPSsellsDDS.com or phone 415-899-8580.

our office switched to digital!!! NOW SELLING our Peri-Pro x-ray developer for \$500 or best offer. call Lorna@ (415)781-2227.

NOBEL DENTAL IMPLANT FOR SALE-4 tapered groovy nobel implant sizes 4.3x10 and 4.3x13 for sale, please call 818-203-4272.

Autoclave grinder, perio-pro developer, impregum mixer, small ultrasonic cleaner, Belmont X-Ray machine, mobil cabinets for front/back office. Email ladydmd88@gmail.com.

Newport Beach Beautiful practice offering new state-of-the-art equipment. Great location. 3 ops. Great opportunity. Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

SANTA CRUZ COUNTY General Dentistry. 1,100 sq. ft., 3 Ops. GR \$338K. 2,200 active pts. Digital X-ray, Dentrux. HS PPT - Jim Engel 925-330-2207#CA550.

OAKLAND Established for over 23+ years! 2,200 sf w/ 7 ops. \$430k (BC-361) WPS/800-641-4179.

2HP dual head Apollo Compressor & Air techniques vacuum. Few yrs old. Used 6months only. \$2700.00 & \$2450. Call Michael @ 949-533-2494.

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DENTAL / MEDICAL / PROFESSIONAL BUILDING FOR SALE IN GARDEN GROVE – Featured Listing! Asking \$3.65 Mil. Medical Plaza located in Garden Grove busiest street corner. ~15,600 sq ft building, 10 rentable units. One unit is a vacant/plumbed dental office. Individual units available for lease. Call Loc Pham, Broker at LCF Financial, Inc. (714) 5507494 or practice@lcfinc.com | <http://lcfpracticesales.com>.

Wanted part-time GENERAL DENTIST with 3yrs experience in Salinas, CA. Please fax resume to (831)424-0549 or email caldent@gmail.com.

Santa Maria 3 ops. Great growth potential. Great location. Easy parking. Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

Beautiful high traffic retail complex Modesto Practice for sale. 2013: collected around \$800K with about \$400K taxable profit. Contact: 2900dentist@gmail.com.

Buying Your First Practice? Call Bob Affleck he will guide you through the process and make sure you're on the right track. 949-939-4550 --- Practice Financing and so much more. Checkout Citi's Ad.

3 schick CDR sensors 6K, Gendex Pan, 8K, 2 xray units, 4K, 4 forest dental chairs, 8K N20 portibale delivery \$500 209-573-0607.

Salinas Practice for Sale: 20 mins from Monterey, 12 doctor days per month, PPO family practice, Asking \$350K. driscoll_online@yahoo.com. 408-823-8845.

ASTRA EV Surgical Kit Tray #3 with all drills and torque wrench-the works. \$2999.00 or best offer. Call 714-400-6502.

X-Ray Processor For Panoramic/PA, Great Condition, Daytime Loader, Eliminates Need For Darkroom. \$1,9000 OBO! Call/E-mail shah@sunsmiledental.com 760-744-1300.

Wanted part-time Oral Surgeon/Implant surgeon in Salinas, CA. Please fax resume to (831)424-0549 email caldent@gmail.com.

LANCASTER BLDG. AND PRACT. FOR SALE. (5) op comput G.P. & 1,440+ sq ft free stand bldg. On a main thoroughfare w exposure/visibility & parking. Pt base is Cash/Ins/PPO. 2014 Gross Collect projected at \$300K+ on a (2) day wk. Seller retiring. D&M Practice Sales 818.591.1401.

practice for sale in willits, (near coast, redwoods), 4 ops.in 1450 s.f., call for details and price. 707-459-6397.

SACRAMENTO Old-fashioned values and philosophy! 674 sf w/ 1 op. \$85k (EN-350) WPS/800-641-4179.

DENTAL OFFICE FOR SALE SF, CA: 2 Exec Pelton Crane ops, plus I plumbed, x-ray & panorex, 780 sq.ft. rent \$1200. Call 415-282-0454.

Premium Beautiful Modesto General Dental Practice For Sale: 2013 had Collections of \$766,000 which Produced \$387,000 in Taxable Income!! As of 10/1/14, the owner Estimates Collections to be \$805,000 in 2014!! The location is one of the best in Modesto, most desirable, premium, high-traffic retail complex. Only PPO and FFS patients. Contact: 2900dentist@gmail.com.

ZOOM! Advanced Power Chairside Whitening Lamp (Complete Set) For Sale. NEW! Not Opened! Original Box! \$299.00 OBO shah@sunsmiledental.com 760-744-1300.

CEREC 3 SYSTEM WITH MILLING UNIT FOR SALE with 50 porcelain Empress CAD blocks. Beverly Hills. Price negotiable. Contact 310-740-6398.

Orthodontist needed for private practice in San Francisco Bay Area. Collection split, please email quanlidongdds@gmail.com.

SAVE YOURSELF SOME TIME



Read The Dental Trader online.

All those email and website addresses are hyperlinked when you view the publication in pdf format.

Click on **EDIT**, then on **SEARCH** to quickly locate something specific. Online readers get a ten day jump on those who wait for it to arrive in the mail and score the best bargains.

Are you considering a "Practice For Sale By Owner"?

Many dentists will seek to sell their practice by themselves, presumably to "save money". Sometimes the grass is greener on the other side so we do things out of emotion instead of "doing the math".

If you have a 125-150 hours of spare time and love working (and negotiating with) intelligent, challenging people you are going to love the process of selling your practice all by your self.

For most dentists their practice is one of their most valuable assets, so if that sounds like you and you would like to go "For Sale By Owner" then now is the time to start to prepare. Probably a good time to study a little law, accounting, marketing, advertising, sales, and perhaps negotiations. Think about how you are going to tell your staff or decide to wait until they figure it out. Be sure not to lose them or your practice may become more difficult to sell (and you could lose more in practice value than the commissions you are saving). If your practice has seen better days you might consider sprucing it up a bit or maybe a little remodeling? As a do it your self-er you will save even more money.

Figure out how to value your practice and balance that with what the market will bear. Keep in mind that the buyer will always think they are paying too much and the seller thinks they are selling too low.

Once you're ready to go, write your ads, contact (play phone tag with) the various media vendors to figure out how to best execute your marketing plan. Piece of cake,

pay the man and place your ads. Soon your phone will be ringing, don't forget to followup with the inquiries in your new email address.

Schedule the viewings after hours, on your day off, and the weekends. Don't be too disappointed when something happens and the person doesn't show up or when the "tire-kickers" don't give you feedback.

Soon if all goes well you will receive a Letter of Intent. There will likely be a number of things you'll need to do to

assist the buyer with their due diligence so be prepared to assemble all the information ahead of time if possible. If you are leasing the office, do whatever you can to negotiate with the property owner for as smooth as transition as possible with the buyer. **WARNING:** half of all deals fall apart because of landlord conflicts with the seller or buyer. If this happens to you and there is a 50-50 chance it will, be prepared to start over and keep your emotions in check.

Is it worth it to "Do It Yourself" to sell your practice? Depends upon how many hours it takes, how much distraction you are comfortable with, and how much quality of life you are willing to sacrifice.

Just be sure to "cut your losses" should your practice collections be unfavorably impacted due to all the new hats you will be wearing. Keep in mind the old saw amongst attorneys, "he who represents himself has a fool for a client". Otherwise you may be spending part or all of your savings to help put your lawyer's children through college.



You can trust Omni to help you find a buyer you would be proud to have care for your patients and staff. Call us at 530-746-8839 for a complimentary consultation today.

Listings:

Santa Clara - Busy Full Service Practice with Ortho, Prostho specialists in the practice 1 -3 days each week along with general dentistry. Average annual collections over \$950,000, six ops, great street visibility on busy street.

Sacramento - Dental office/condo - for sale, equipped - great startup or satellite. Three ops with office with room for a fourth op. 1,200 sq. ft in Arden Mall.

West San Jose - Cupertino - Average annual collections of \$350,000, five equipped ops with room for five more. Blocks from Apple Headquarters provides for great potential growth.

Washington State and Oregon Listings - Send an email request to joe@omni-pg.com or view at <http://bit.ly/omni-DDS>.

Santa Clara Dental Office - 4 tenants- 4,000 sq. ft.- asking \$1.4 million.

Los Gatos Dental Suite - approx. 2,100 sq. ft. - asking \$1.44 million.

San Jose Dental Office - strip center - 2,200 sq. ft. - asking \$695,000.

Palo Alto Dental Office - approx. 1,300 sq. ft. - asking \$1.26 million.



Joe Hruban

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NORTHERN CA Quality & location are the keys to success! 1,200 sf w/ 3 ops + 1 add'l & 1 hyg. Op. \$500k (Real Estate \$375k) (FC-343) WPS/800-641-4179.

"I never imagined that bringing a specialist into my office would result in new patient referrals but it did! The oral surgeon provided by Synergy Specialists was liked by my patients so much they brought their family and friends in!! Why did I ever refer patients out?" (Huey Tran DDS, Murrieta CA) Learn more, see video at synergyspecialists.com or call 855-SYNSERG.

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